

ACCOUNT: 6541800

RJR BUSINESS

1ST HALF 1993

PARENT : 654180C PAYING : 654180P

TWIN COUNTY GROCERS, INC. <

EDISON,, NJ

DOLLAR VOLUME (NET) \$ 2,179,005

RJRT CASE VOLUME (12M) 2,780

FORSYTH CASE VOLUME (12M)

TOTAL CASE VOLUME (12M) 2,780

1993 RJR INCENTIVE PROGRAMS

ACTUAL PAYMENT	POTENTIAL PAYMENT	UNEARNED PAYMENT
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WINNERS

FINANCIAL	\$ 6,950	\$ 6,950	
PROMOTION/DISTRIBUTION	5,560	5,560	
TEAMWORK BONUS		4,170	4,170
SUB TOTAL	\$ 12,510	\$ 16,680	\$ 4,170

ELECTRONIC FUNDS TRANSFER DISCOUNT (0.5%) 11,052 11,052 *

1ST HALF: 100%

CASH/ANTICIPATION DISCOUNT 73,197 73,197

INCENTIVE PROGRAM PAYMENTS 7,474 7,474

FORSYTH TOBACCO PRODUCT PAYMENTS 51 51

BRAND SPECIFIC PROMOTION PAYMENTS 1,241 1,241

NEW BRAND INTRODUCTION ALLOWANCE 984 984

NEW BRAND DISTRIBUTION INCENTIVE 312 312

HAND STAMPING ALLOWANCE 535 535

BUY SOME GET SOME FREE HANDLING ALLOWANCE

GRAND TOTAL	\$ 107,356	\$ 111,526	\$ 4,170
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ACTUAL	POTENTIAL	UNEARNED
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FIRST HALF 1993 PER CASE PAYMENT	\$ 38.62	\$ 40.12	\$ 1.50
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* TOTAL DOLLAR VOLUME (NET) TIMES 0.5% DISCOUNT.

WINNERS - PARTNERSHIP IN PERFORMANCE	
QUARTERLY MAXIMUM EARNINGS POTENTIAL	\$
BASED ON 1ST HALF 1993 TOTAL CASE VOLUME	\$
FINANCIAL AND PROMOTION/DISTRIBUTION @ 6.00/CS	\$ 8,340

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